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SOCIAL AND COMMERCIAL ASPECTS OF THE SHOW.

Especially Reported for THE AUTOMOBILE.

PARIS, Dec. 16.—If a foreigner were to find himself suddenly under the coruscating roof of the Grand Palais,

without being prepared for the scene by previously dodging the automobiles and running the gauntlet of the prospectus distributors out of doors, he would feel as if he had unaccountably dropped into a ballroom in working dress. He might be overcome with an uncontrollable desire to rush home for his frock coat and silk hat. This momentary nervousness would probably be dispelled when he had time to see that amidst the well-dressed throng there were plenty of others like himself, for in France any kind of dress is tolerated except straw hats and white ducks in winter. As soon as the unsophisticated stranger pulls himself together he will wonder at the hum that fills the building from myriads of conversational voices, sounding like a one-tone minor accompaniment to the orchestra and choir in the gallery above.

This is Friday—a "select" day, when the price of admission is put up, and the usual orchestra is replaced by the musical artists from the opera, together with the opera chorus, whose music and singing of Johann Strauss, Wagner, Fahrbach and other masters swell through the hall like the sounds of a great living organ. A lover of music has no need to go to the opera; he will find it at the automobile show.

When the stranger has straightened his ideas out of this maze of sound, light, color

and life he will ask himself what it all means. If the object of a maker is merely to sell cars it is evident that he could do

provincial and foreign agents and experienced automobilists, who do not allow their impressions of a car to be influenced by the beauty of a stand. In fact, those who go to the show to do business would generally prefer to dispense with all this glitter so as to avoid being inconvenienced by the crowd. And yet, while the club is lavishing money on illuminations, some of the exhibitors are spending as much as \$5,000 on their stands.

If the French exercise their genius for display at such heavy expense to themselves it is evident that they have some other object in view besides simply attracting buyers. Ever since the French club took over the work of organizing the shows seven years ago they have always followed a definite policy, which is to make the annual Salon serve as a lever for developing the automobile movement. Seeing that the French have specialized themselves particularly in high-grade cars, they have to open up an increasingly widening demand among the wealthier classes, and thus the whole effort of the organizers is centered in creating an interest in the automobile among those who have money to spend. The show must be made a powerful attraction, and each Salon must surpass in splendor the preceding one. In this way it has become one of the great social events of the year. Conversation turns upon the Salon and every one must go there, and for two weeks the very atmosphere is laden with the automobile.



Photographed for THE AUTOMOBILE by Brauger, Paris

INVASION OF PARIS BY AN AMERICAN CAR.

Pope-Toledo 24-Horsepower Touring Car in Front of Arc de Triomphe, Place de l'Etoile, Paris.—H. H. Lytle at wheel, Harold Pope beside him on front seat.

this without going to the trouble and expense of laying out his vehicles in an artistic setting. He deals principally with